



CENTRAL INTELLIGENCE AGENCY

WASHINGTON, D. C. 20505

PUBLIC AFFAIRS

Phone: (703) 351-7676

14 Mar 83

Mr. Edward K. DeLong
Regional Executive
United Press International
Suite 315
529 14th Street, N.W.
Washington, D.C. 20045

Dear Ed:

Thank you for the opportunity to thoroughly examine UPI's service proposal. We have carefully weighed the pros and cons and have found that our mission would not be sufficiently enhanced to justify the investment at this time.

Rather than merely giving you a perfunctory turn-down, I thought you might be interested in some of the considerations that led to this decision. I offer these comments in no particular order:

- o Diversity of news service is at least as important to us as volume;

- o FBIS and Reuter give us effective international coverage which meets our alerting and production needs;

- o Competition among news services, including FBIS, generally ensures adequate timeliness to meet our purposes;

- o We doubt if we could handle UPI's high volume of inapplicable material;

- o The cost of your services plus computer sorting would encumber on-going plans to use ADP capabilities for other official purposes.

In short, we don't seem to be ready for UPI's capabilities.
We are, however, quite content with our current UPI service.
Thank you nevertheless for your interest and attention.

Sincerely,

[Redacted Signature]

Charles E. Wilson
Chief, Public Affairs

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From for CEW

MS
✓
Chuck, Ca.

Chopper
this JD - looks
like a ms-go
which is not
surprising
Law

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11 March 1983

Note for: Chuck Wilson
Chief, Public Affairs

Subject : UPI Proposal

Chuck

1. Thank you for the chance to comment on UPI's new service. After weighing the pros and cons, we find that our mission would not be enhanced sufficiently to justify the major realignment of resources this project requires.

2. My watch people offer these comments:

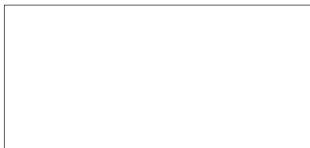
-- Diversity of news service is important to us, not just volume.

-- FBIS and Reuter give us the best international coverage for our alerting and production needs.

-- Competition among news services including FBIS generally ensures timeliness for our purposes.

-- UPI's proposal would swamp us with a high volume of no interest material.

-- Cost of UPI services and computer sorting would only encumber present plans to use ADP for official traffic. We just aren't ready for UPI's capabilities.



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Central Intelligence Agency
Washington, D.C. 20505
(703) 351-7676

Charles E. Wilson
Chief, Public Affairs

24 February 1983

Jay--

UPI proposal, per our conversation.
Please let me know how I can help.



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United Press International

529 14TH STREET, N. W. - SUITE 315
WASHINGTON, D. C. 20045

EDWARD K. DeLONG
REGIONAL EXECUTIVE
(202) 637-3753

Feb. 18, 1983

"Intelligence consists of the gathering
of as much information as is available
on events abroad ... "

-- Office Director, CIA, quoted in
Intelligence - The Acme of Skill

Mr. Chuck Wilson
Chief of Public Affairs Division
Central Intelligence Agency
Washington, D.C. 20505

Dear Chuck:

Information is the bedrock on which intelligence estimates rest. Intelligence analysts need as much information as is available on events abroad, delivered as rapidly as possible.

As we discussed Wednesday, United Press International is about to acquire in Washington a unique ability to help the agency with that difficult task.

Specifically we will be able to provide you with our primary newswires for the United States, Canada, South and Central America, Asia and Europe, the Middle East and Africa -- all delivered via satellite at 1,200 words a minute. So far as I know, you would be the first to receive anything of such scope.

A bit of background is in order at this point to underscore just how valuable an asset you would receive by getting this service.

UPI is an organization of more than 2,000 highly trained men and women, based in 243 bureaus around the world. This corps of full-time employees is assisted in newsgathering activities by thousands of part-time reporters, or "stringers," worldwide. We also are able to call on the resources of our more than 6,000 subscribers, including 800 newspapers and 300 broadcast clients abroad.

Every day UPI's people produce some 13 million words of information, a dynamic database reflecting events ranging from the dramatic to the mundane -- breaking news, features on personalities and places, basic statistical material, reflective situationers and analyses.

Page 2
Chuck Wilson
Feb. 18, 1983

Speed and accuracy are paramount, and UPI delivers both. We were first by two hours in reporting the Beirut massacre, first to report the death of Princess Grace of Monaco and the assassination of President-elect Beshir Gemayel of Lebanon, exclusive from New Delhi last month on the call for Indira Gandhi to step down and exclusive yesterday on the first interview with Prince Ranier since Princess Grace's death.

The CIA reaped partial benefit from these accomplishments because of the UPI wire it already has--the Washington Capital News Service, or WCNS -- but the material you got was in abbreviated form and was delayed by relay requirements.

WCNS is a highly specialized wire serving primarily the Washington news media and government agencies. It carries abbreviated versions of national/international news and financial news of interest to this city, but its main content is the Washington Daybook material and virtually everything written by UPI reporters in Washington.

It would be to your advantage to retain WCNS, because a good number of the Washington-produced stories appearing on it do not move anywhere else. But WCNS gives you only the tip of the iceberg from outside Washington.

The proposed service outlined below would give you most of the iceberg. Thanks to the inclusion of foreign wires and high-speed delivery, it would provide access to information almost as fast as our reporters produce it.

Here is what the proposed service would include:

- The domestic A-wire. This is UPI's main U.S. newswire, carrying major news from across the nation and international items of interest to U.S. readers. It also includes such things as texts of major presidential addresses.
- The domestic Financial Wire. This wire is devoted exclusively to news of the financial and business communities, including reports of activity overseas by U.S. corporations and activity in the United States by foreign corporations. While most of the content is textual, there is a fair amount of statistical tabular information on such things as currency and commodity markets.
- The U.S. state news reports. These are the individual state wires, carrying material of wide regional interest. Most of the stories on these wires are not carried on the domestic A-wire. As we discussed during my visit to the agency, the information on the state wires is likely to be of greater interest to the CIA than it might seem

Page 3
Chuck Wilson
Feb. 18, 1983

at first blush because these wires carry details of visits to the United States by groups or individuals from abroad and reports of studies about other nations made by U.S. academics.

- The European A-wire. This wire is for Europe, the Middle East and Africa what the domestic A-wire is to the United States. It carries much less news about the United States and much more news about the areas it serves. It is an English-language wire.

- The Asian A-wire. This wire is to Asia what the domestic A-wire is to the United States. As with the European A-wire, it is written in English. There is somewhat more European news on this wire than there is Asian news on the European A-wire because of Asian interest in European affairs.

- The Latin American A-wire. This wire, written in Spanish, is the dominant newswire of Central and South America. It draws on UPI bureaus in Bogota, Brasilia, Buenos Aires, Caracas, La Paz, Lima, Mexico City, Rio de Janeiro, San Juan, San Salvador, Santiago and Sao Paulo, plus reports from Latin American staffers in Washington and at the United Nations.

- The Canadian A-wire. This is the main general newswire for Canada, duplicating to some extent the domestic A-wire but carrying much more Canadian news. It is written in English.

- The Canadian Financial Wire. This wire is to Canadian financial and industrial news what the domestic Financial Wire is to similar news from the United States. As with the Canadian A-wire, there is some duplication with the domestic Financial Wire, but a great deal of the material is exclusive to this wire. It is written in English.

Each of the foreign wires described above carries a great deal of breaking news that is too localized to be of interest outside the region where it originates. In addition, each carries analyses, situationers and personality profiles that appear nowhere else. To a trained analyst, such localized information is highly valuable.

You cannot count on getting all of this information by reading newspapers from around the world or by monitoring broadcasts from various countries for a number of reasons. First, a great deal of what these wires carry is produced exclusively by UPI staffers. Second, a news organization subscribing to UPI uses only about 10 percent of what we deliver in any given day. Third, wire service stories that are printed or broadcast often are also cut down in length or edited in content so they no longer reflect the depth and objectivity they originally had.

Page 4
Chuck Wilson
Feb. 18, 1983

A number of foreign embassies in Washington now get either the European A-wire or the Latin American A-wire, both of which already are available here. The Asian A-wire is expected to be available soon, and there is embassy interest in it as well.

Even if you could get all the material on these wires by reading newspapers or listening to the radio, there are vast advantages in taking it direct from UPI.

Speed is one reason. The story that moves on the wire today does not generally show up in print until tomorrow.

Efficiency is another. We can deliver all these wires direct to CIA headquarters, presenting them to you in a form that can be either printed on a high-speed printer or fed into a computer. Direct computer delivery is desirable because it eliminates the need for keyboard entry by your own personnel, saving manpower, and allows automatic computer storage, searching and sorting.

Delivery would be via Westar III, Transponder 1, to a three-meter satellite receiving dish owned by the CIA and located at a site of your selection. You can either obtain the dish on your own or get it through UPI. It probably would be best to obtain the receiver electronics through UPI, because our supplier provides a receiver with space for UPI-owned cards needed to decode the multiplexed signals. The cost would be minimal. UPI would then supply all necessary decoding electronics.

It should not be too difficult for your programmers to put together a program to store and sort the various UPI signals in a computer. The House of Representatives has just done that, but using only our domestic wires. We would be delighted to supply all the necessary technical specifications and work with your experts if necessary to get the job done.

The cost for the extraordinary service I have outlined would be \$160,000 for the first year, plus the cost of the dish and receiver.

Future-year costs would depend on the type of agreement you can make. Some agencies are able to enter multi-year contracts (the White House, for instance, has a five-year agreement with us), while others must go one year at a time.

If you are able to enter a five-year agreement, I can offer you the \$160,000 annual rate in each of the first three years with 8.5 percent increases fixed for the final two years. Should you be limited to a one-year agreement, the rate almost certainly would go up in the second year.

Page 5
Chuck Wilson
Feb. 18, 1983

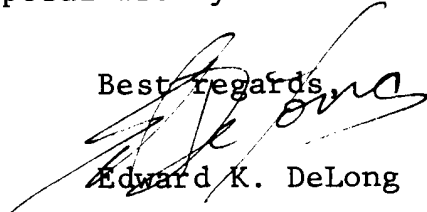
We can start delivery of all these high-speed services except the Asian A-wire as soon as you are able to provide the dish. The Asian A-wire is scheduled to be available here in high-speed form in about six months, and could be provided very soon in slow-speed form via landline in the interim.

Should you desire to get the service before a dish is available, we could loop off from another dish in the Washington area and deliver it to you via landline with an interim surcharge for line costs.

In the business of intelligence analysis, a seemingly insignificant fact can sometimes prove extremely important to a trained analyst. The package I have outlined would provide your analysts with vast amounts of information from around the world, with a minimal amount of sifting by editors between the source and you.

I am available to discuss details of this proposal with you or other agency officials at your convenience.

Best regards,



Edward K. DeLong